

Message Text

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INFO OCT-01 EUR-12 EA-07 ISO-00 EB-07 /027 R

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APPROVED BY EB/ITP/EWT - HKOPP

COM/BEWT/OEWPP/AJLENZ

STATE/EEUR/RCHRISTENSEN

COM/BEWT/HHEISS

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COM/BEWT/AJENKENS

STATE/SOV/JTREICHEL

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R 070132Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

INFO AMEMBASSY BERLIN

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY WARSAW

USLO PEKING

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E.O. 11652: N/A

TAGS: EEWT, XH

SUBJECT: EAST-WEST FOREIGN TRADE BOARD STUDY: COMPENSA-
TION ARRANGEMENTS IN EAST-WEST TRADE

REF: A. STATE 12648 OF 14 JANUARY, B. MOSCOW 1106 OF
26 JANUARY

1. WELL DONE, EMBASSY MOSCOW'S PROMPT, THOUGHTFUL
ANALYSIS THIS TOPIC TRANSMITTED REF B MOST APPRECIATED BY
WASHINGTON END-USERS. REPORT HAS BEEN CIRCULATED TO ALL
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STUDY PARTICIPANTS AND WILL MAKE MAJOR CONTRIBUTION TO

QUALITY OF FINAL REPORT AND POLICY RECOMMENDATIONS.
SECTIONS RELATING TO SOVIET MOTIVATION AND ACTUAL
EXPERIENCE OF US COMPANIES ARE PARTICULARLY VALUABLE FOR
COMPLETENESS OF COVERAGE AND INSIGHTS INTO MECHANISM OF
COMPENSATION ARRANGEMENTS IN SOVIET CONTEXT. WOULD
APPRECIATE RECEIVING NAME(S) DRAFTING/CONTRIBUTING
OFFICER(S) FOR ANNUAL END-USER EVALUATION.

2. BEWT/USSR HAS RAISED QUESTION RE ACETIC ACID TRANSAC-
TION INVOLVING LUMMUS CITED PARA 3. EMBASSY REQUESTED
PROVIDE ANY INFORMATION AVAILABLE ON AMOUNT OF PRODUCT
BEING ACCEPTED BY LUMMUS FOR REPAYMENT OF 40 MILLION
DOLLARS IN FINANCING. SISCO

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, COMPENSATION, REPORTS
Control Number: n/a
Copy: SINGLE
Draft Date: 07 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE030097
Document Source: CORE
Document Unique ID: 00
Drafter: BEWT/OEWPP/MRSMITH/TEF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760047-0437
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760271/aaaackrl.tel
Line Count: 74
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 12648, 76 MOSCOW 1106
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 12 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 APR 2004 by CunninFX>; APPROVED <02 JUN 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EAST-WEST FOREIGN TRADE BOARD STUDY: COMPENSA- TION ARRANGEMENTS IN EAST-WEST TRADE
TAGS: EEWT, XH, UR
To: MOSCOW
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006